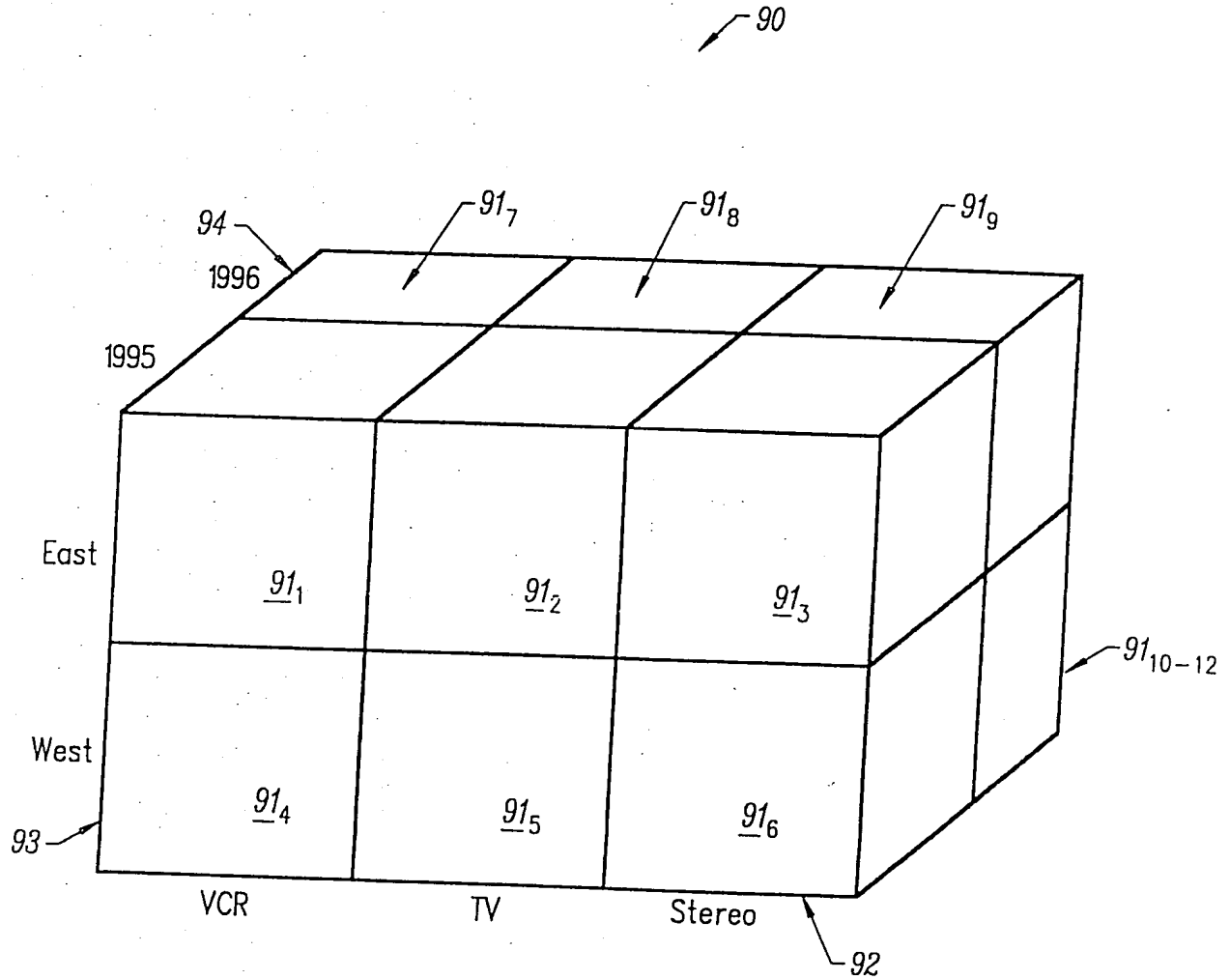




REPLACEMENT SHEET



*FIG. 1A*  
(Prior Art)

		1995			1996		
		VCR	TV	Stereo	VCR	TV	Stereo
East	103	101 <sub>1</sub>	101 <sub>2</sub>	101 <sub>3</sub>	101 <sub>7</sub>	101 <sub>8</sub>	101 <sub>9</sub>
West		101 <sub>4</sub>	101 <sub>5</sub>	101 <sub>6</sub>	101 <sub>10</sub>	101 <sub>11</sub>	101 <sub>12</sub>

100

104

FIG. 1B  
(Prior Art)

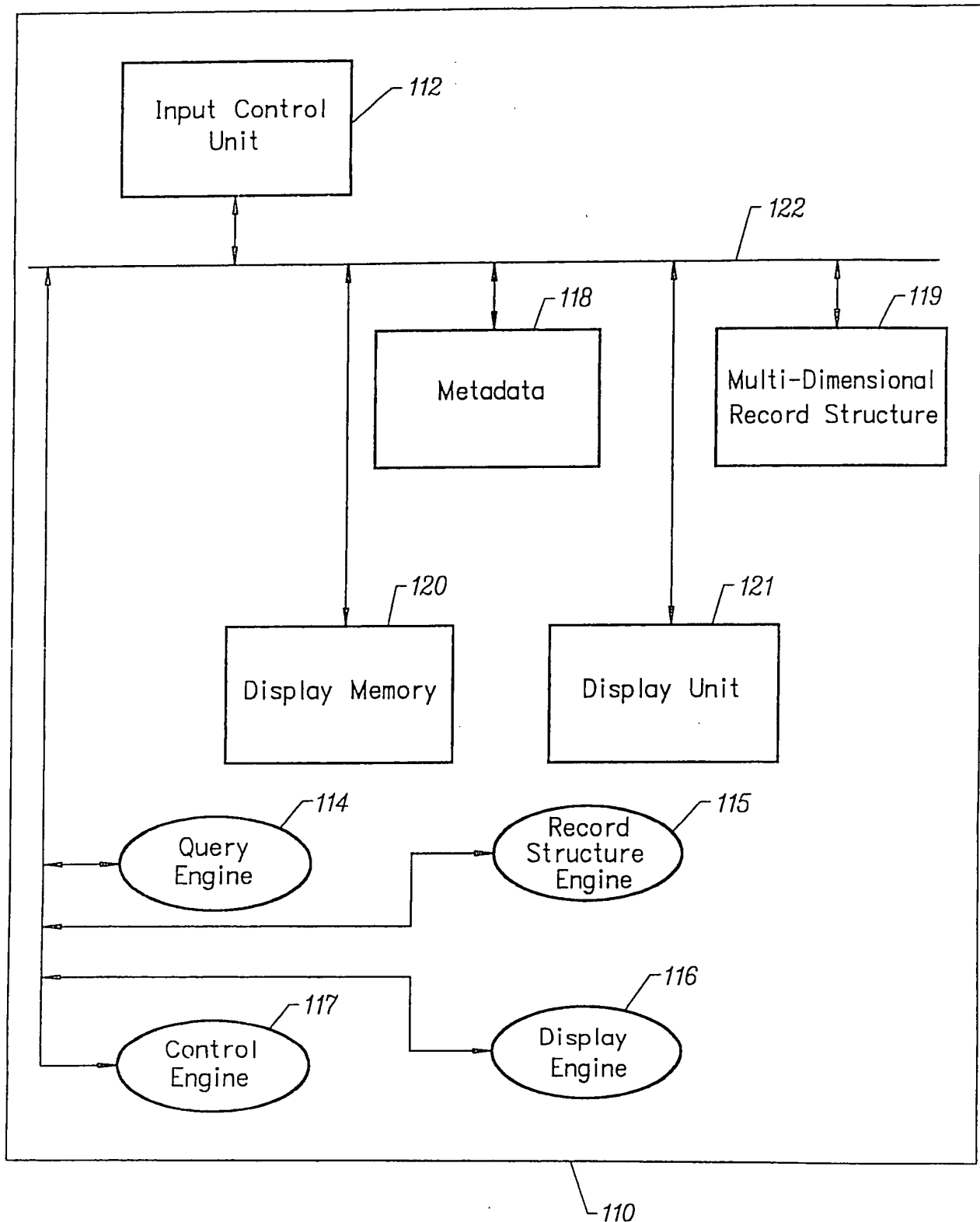
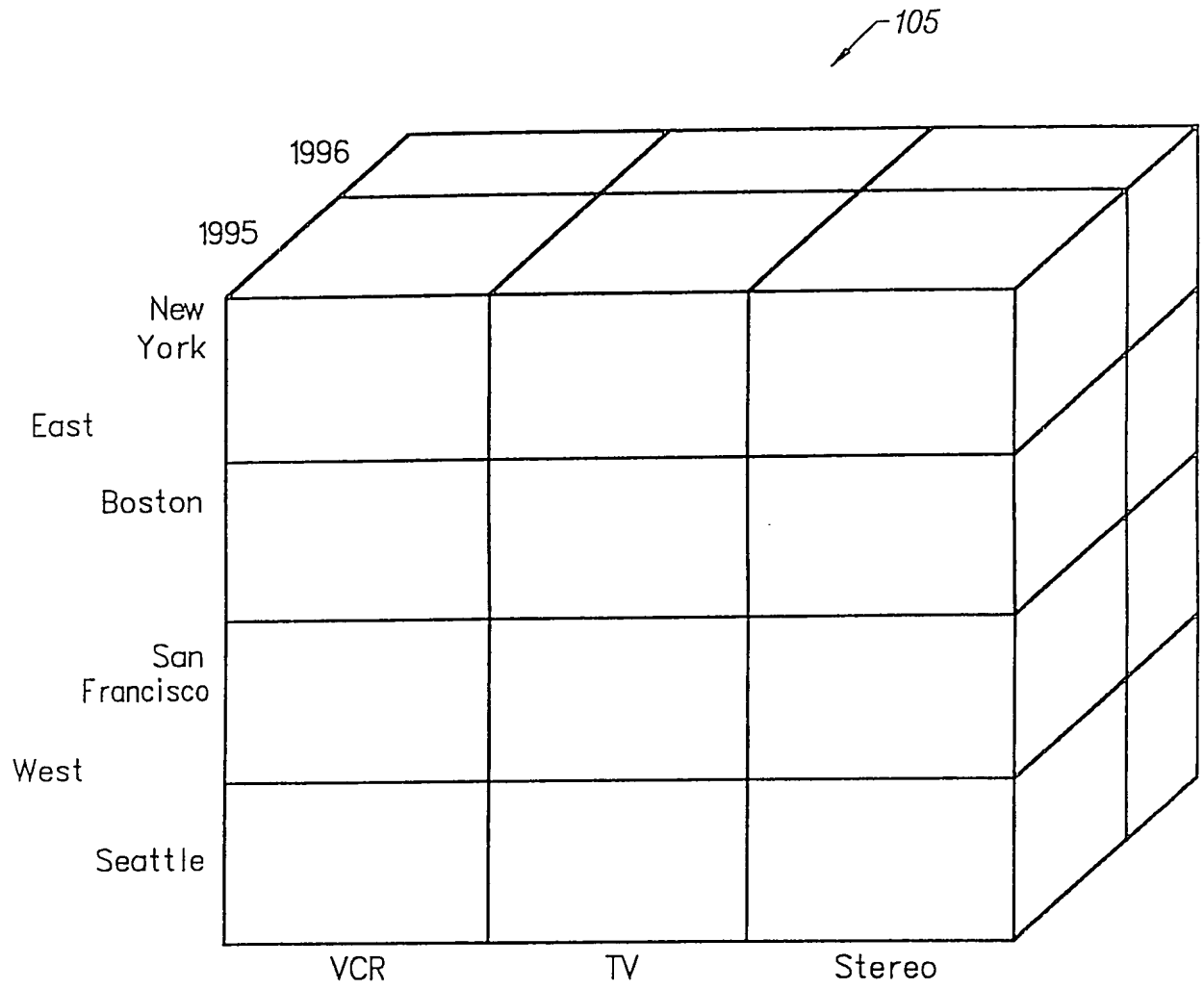


FIG. 2  
(Prior Art)



*FIG. 3*  
*(Prior Art)*

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	New York	Boston	San Francisco	Seattle
East				
West				

FIG. 4

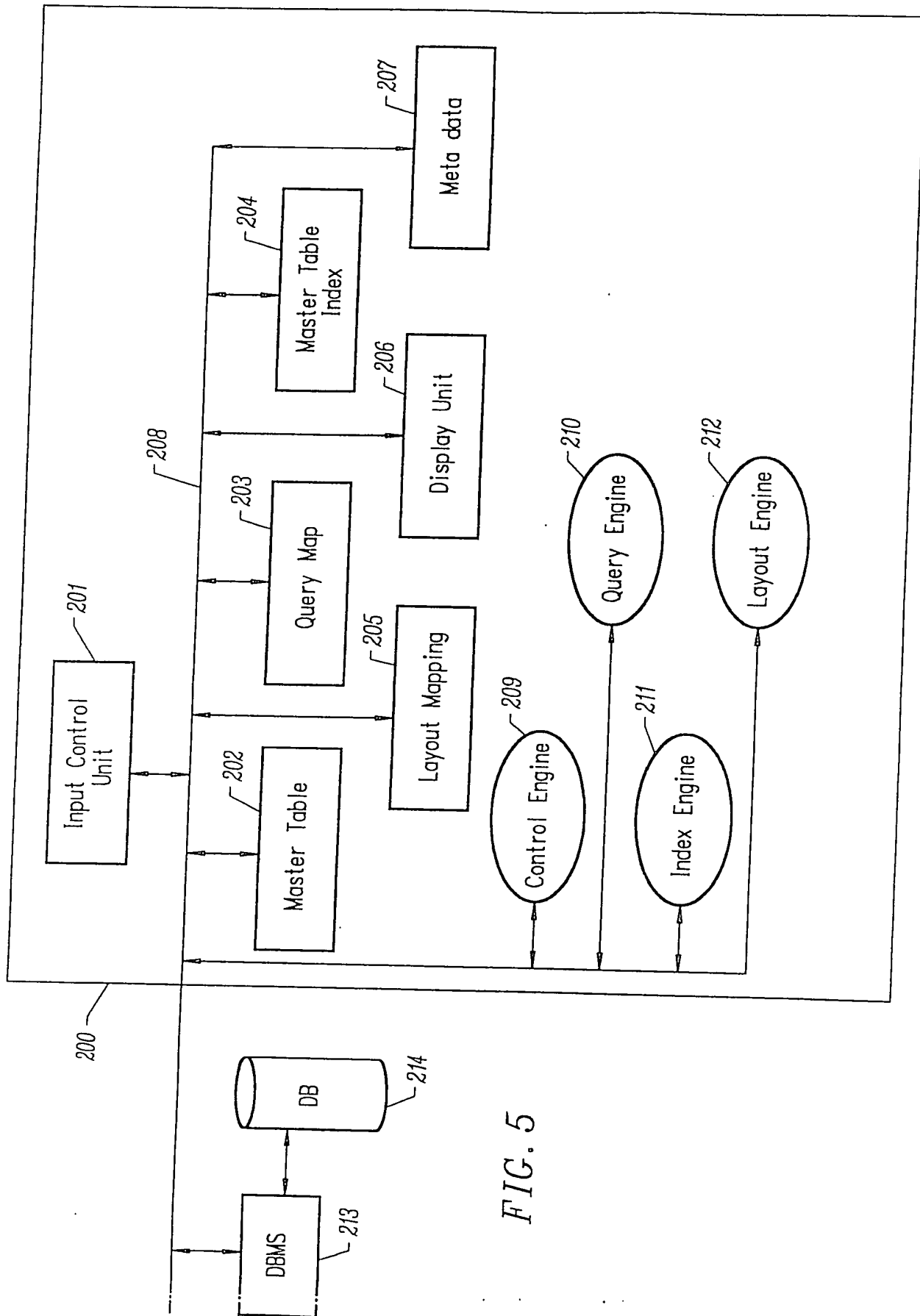


FIG. 5

REPLACEMENT SHEET

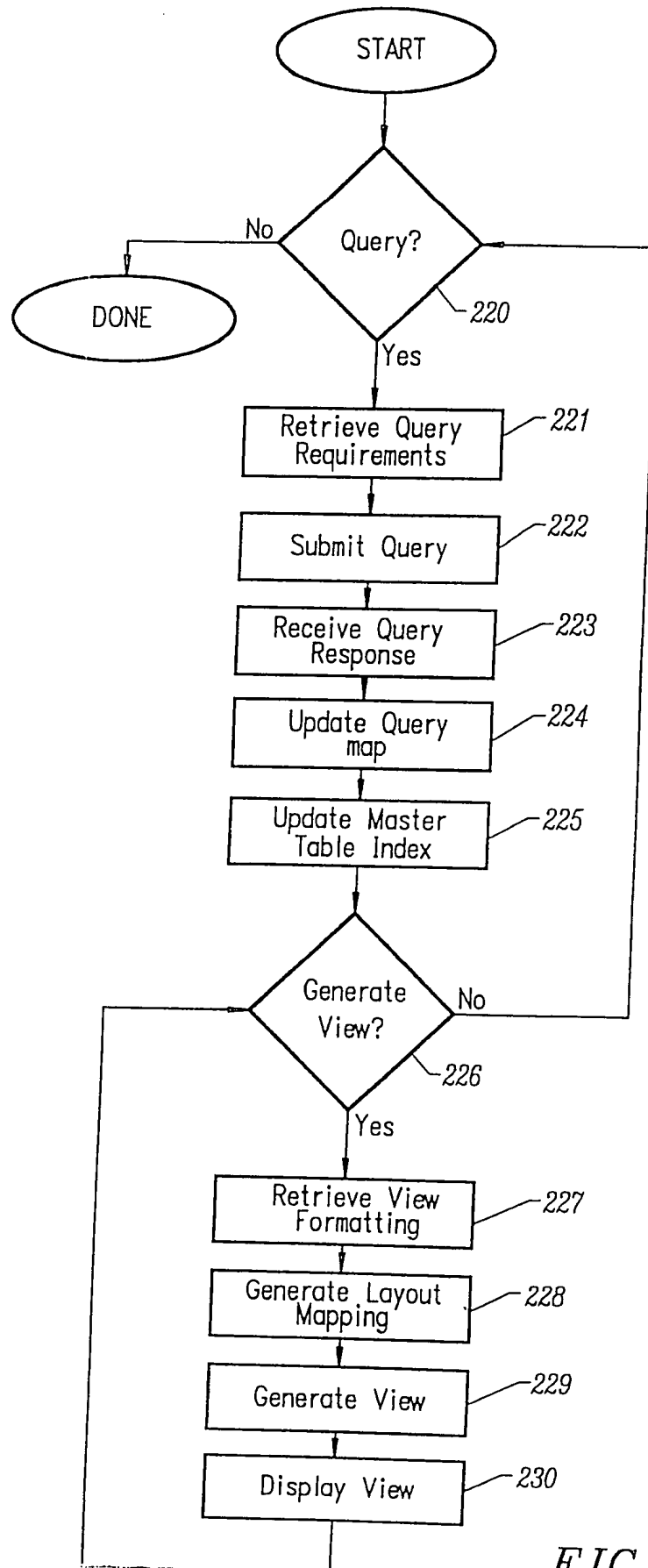


FIG. 6A

REPLACEMENT SHEET

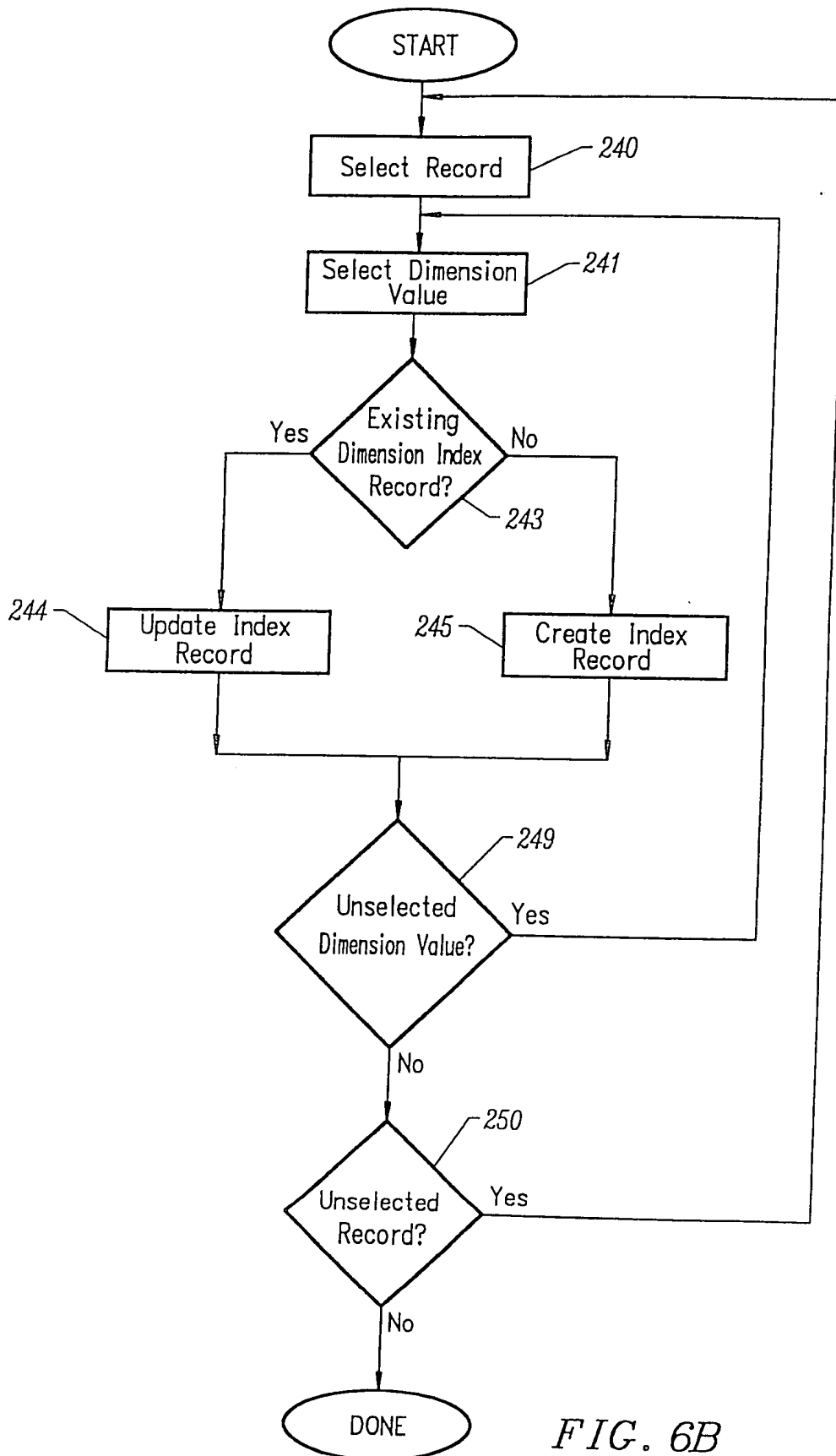
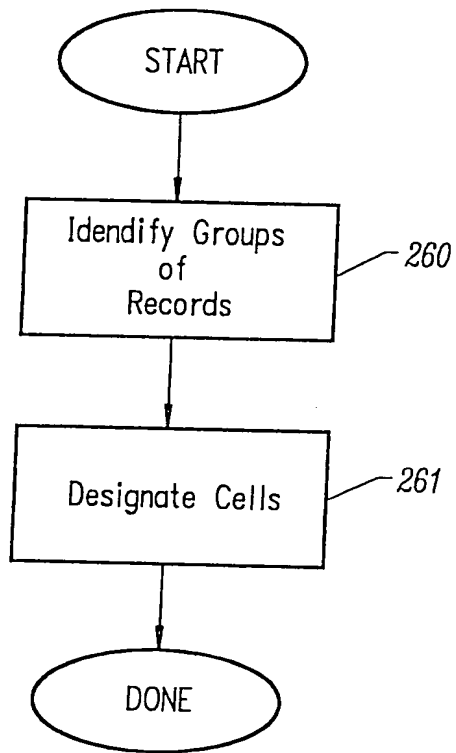


FIG. 6B

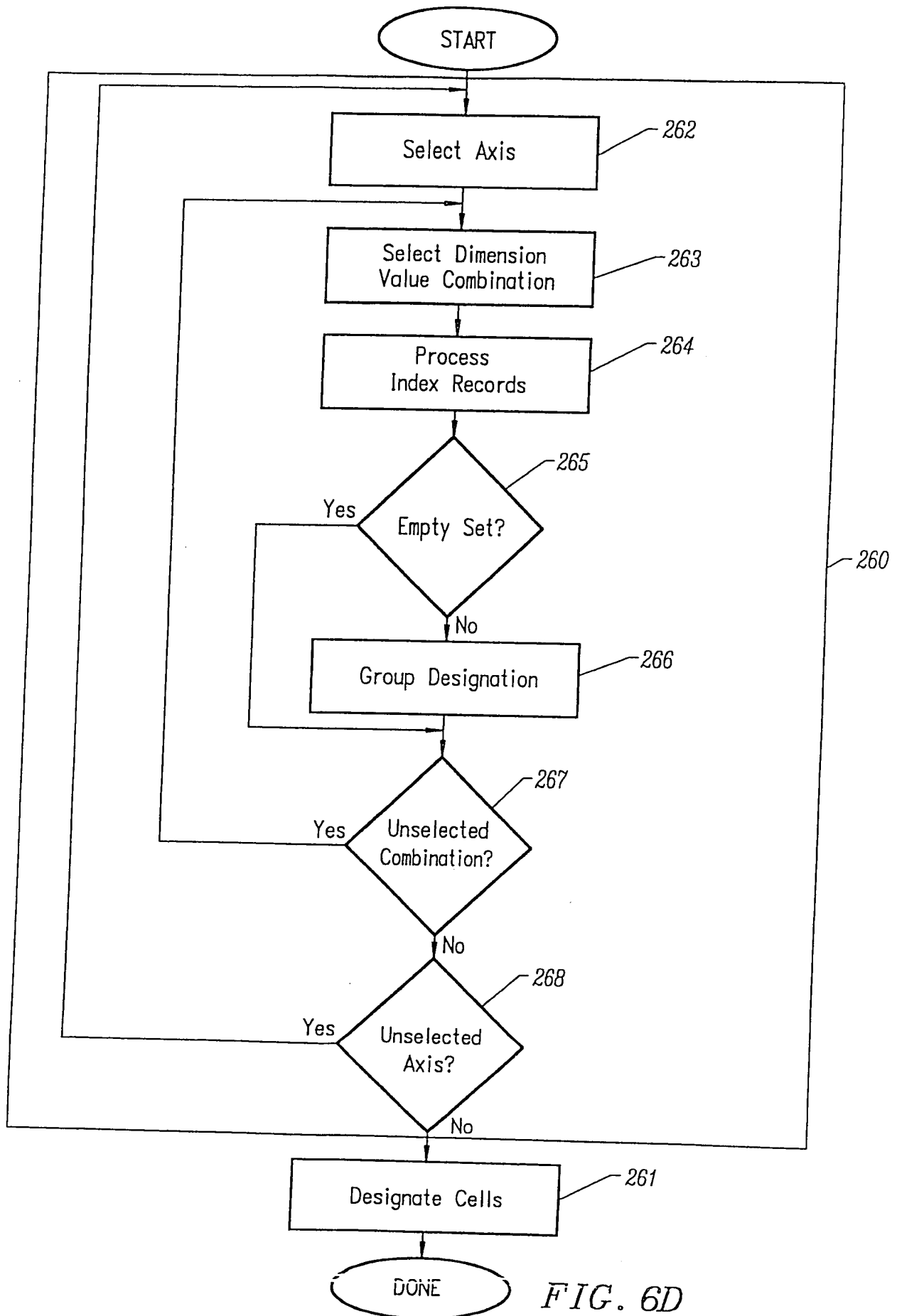


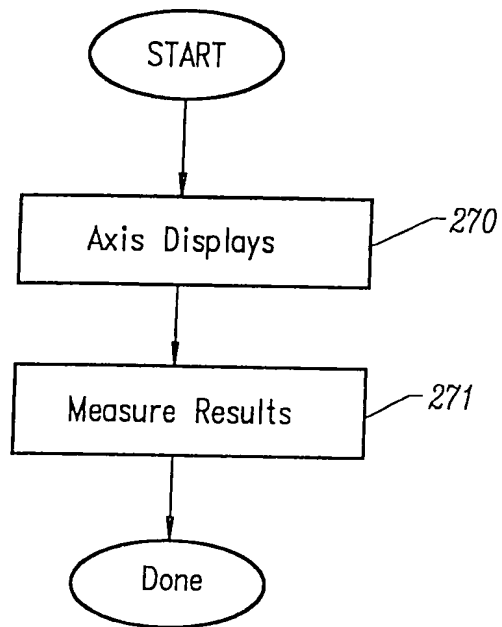
REPLACEMENT SHEET



*FIG. 6C*

REPLACEMENT SHEET





*FIG. 6E*

REPLACEMENT SHEET

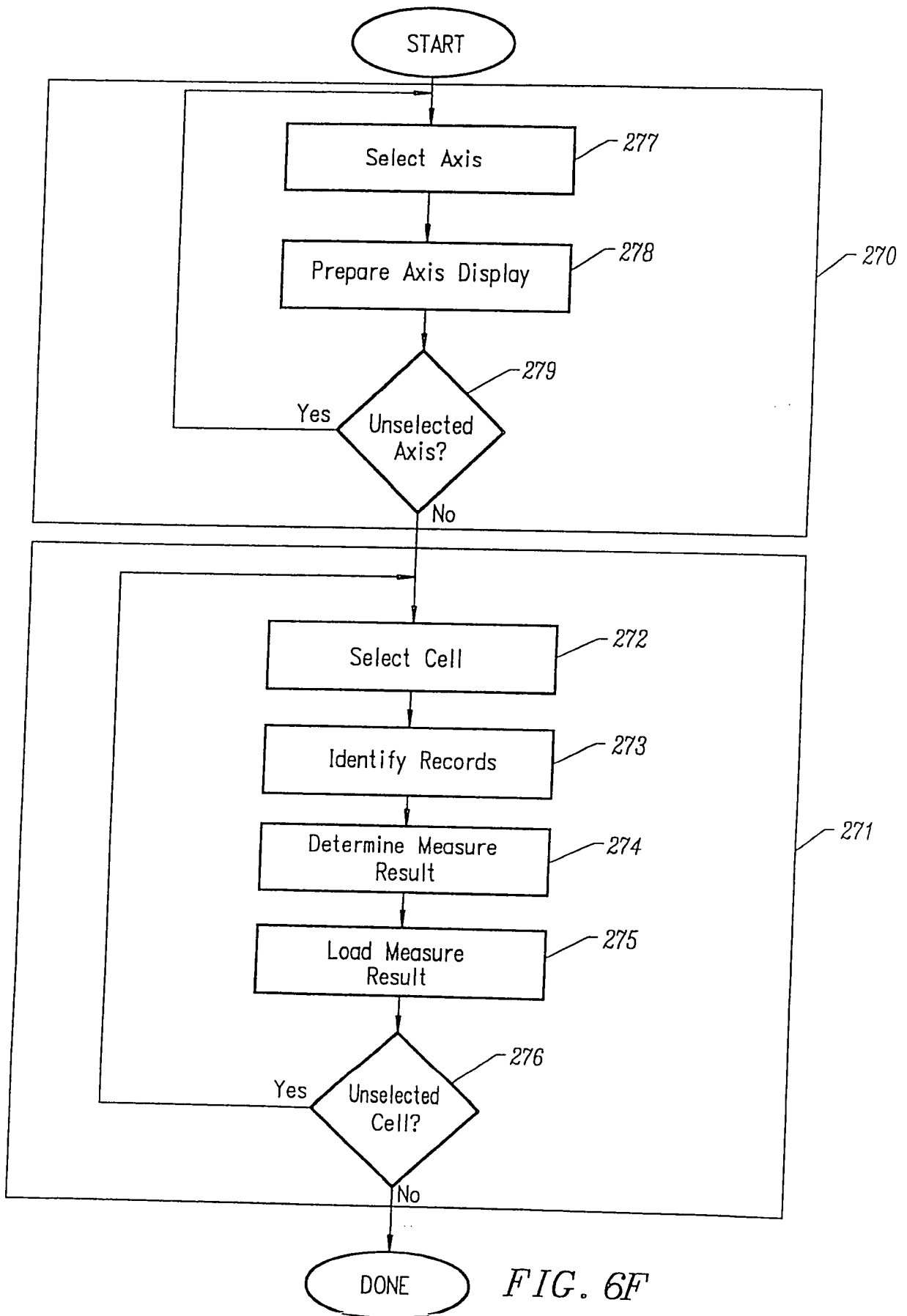


FIG. 6F

MASTER TABLE				
Q#: R#	Year	Region	Product	Sales(\$)
Q1:1	1995	East	VCR	\$50,000
Q1:2	1995	East	TV	\$40,000
Q1:3	1995	West	VCR	\$50,000
Q1:4	1995	West	TV	\$30,000
Q1:5	1996	East	VCR	\$60,000
Q1:6	1996	East	TV	\$50,000
Q1:7	1996	East	Stereo	\$20,000
Q1:8	1996	West	VCR	\$50,000
Q1:9	1996	West	TV	\$40,000
Q1:10	1996	West	Stereo	\$10,000

FIG. 7A

QUERY MAP	
Query 1	Year, Region, Product, Sales(\$)

FIG. 7B

MASTER TABLE INDEX		
Dimension	Dimension Value	Query: Records
Year	1995	Q1: 1-4
Year	1996	Q1: 5-10
Region	East	Q1: 1-2, 5-7
Region	West	Q1: 3-4, 8-10
Product	VCR	Q1: 1, 3, 5, 8
Product	TV	Q1: 2, 4, 6, 9
Product	Stereo	Q1: 7, 10

FIG. 7C

	Group 1H	Group 2H	Group 3H	Group 4H	Group 5H
Group 1V	332 <sub>1</sub>	332 <sub>2</sub>	332 <sub>3</sub>	332 <sub>4</sub>	332 <sub>5</sub>
Group 2V	332 <sub>6</sub>	332 <sub>7</sub>	332 <sub>8</sub>	332 <sub>9</sub>	332 <sub>10</sub>

FIG. 8

	1995	1996
VCR	TV	VCR
East	\$50,000	\$40,000
West	\$50,000	\$30,000

FIG. 9

# REPLACEMENT SHEET

MASTER TABLE				
Q#: R#	Year	Region	Product	Sales(\$)
Q1: 1	1995	East	VCR	\$50,000
Q1: 2	1995	East	TV	\$40,000
Q1: 3	1995	West	VCR	\$50,000
Q1: 4	1995	West	TV	\$30,000
Q1: 5	1996	East	VCR	\$60,000
Q1: 6	1996	East	TV	\$50,000
Q1: 7	1996	East	Stereo	\$20,000
Q1: 8	1996	West	VCR	\$50,000
Q1: 9	1996	West	TV	\$40,000
Q1: 10	1996	West	Stereo	\$10,000

Q#: R#	Year	Region	Sales Office	Product	Sales(\$)	
Q2: 1	1995	East	New York	VCR	\$25,000	302 <sub>1</sub>
Q2: 2	1995	East	Boston	VCR	\$25,000	302 <sub>2</sub>
Q2: 3	1995	East	New York	TV	\$10,000	302 <sub>3</sub>
Q2: 4	1995	East	Boston	TV	\$30,000	302 <sub>4</sub>
Q2: 5	1996	East	New York	VCR	\$30,000	302 <sub>5</sub>
Q2: 6	1996	East	Boston	VCR	\$20,000	302 <sub>6</sub>
Q2: 7	1996	East	Philadelphia	VCR	\$10,000	302 <sub>7</sub>
Q2: 8	1996	East	New York	TV	\$10,000	302 <sub>8</sub>
Q2: 9	1996	East	Boston	TV	\$30,000	302 <sub>9</sub>
Q2: 10	1996	East	Philadelphia	TV	\$10,000	302 <sub>10</sub>
Q2: 11	1996	East	New York	Stereo	\$10,000	302 <sub>11</sub>
Q2: 12	1996	East	Boston	Stereo	\$5,000	302 <sub>12</sub>
Q2: 13	1996	East	Philadelphia	Stereo	\$5,000	302 <sub>13</sub>

FIG. 10A

# REPLACEMENT SHEET

QUERY MAP	
Query 1	Year, Region, Product, Sales(\$)
Query 2	Year, Region(East), Sales Office, Product, Sales(\$)

FIG. 10B

MASTER TABLE INDEX		
Dimension	Dimension Value	
Year	1995	Q1: 1-4 Q2: 1-4
Year	1996	Q1: 5-10 Q2: 5-13
Region	East	Q1: 1-2, 5-7 Q2: 1-13
Region	West	Q1: 3-4, 8-10
Product	VCR	Q1: 1, 3, 5, 8 Q2: 1-2, 5-7
Product	TV	Q1: 2, 4, 6, 9 Q2: 3-4, 8-10
Product	Stereo	Q1: 7, 10 Q2: 11-13
Sales Office	New York	Q2: 1, 3, 5, 8, 11
Sales Office	Boston	Q2: 2, 4, 6, 9, 12
Sales Office	Philadelphia	Q2: 7, 10, 13

FIG. 10C



# REPLACEMENT SHEET

341 ↗ ↖ 340

	Group 1H	Group 2H	Group 3H	Group 4H	Group 5H
Group 1V	342 <sub>1</sub>	342 <sub>2</sub>	342 <sub>3</sub>	342 <sub>4</sub>	342 <sub>5</sub>
Group 2V	342 <sub>6</sub>	342 <sub>7</sub>	342 <sub>8</sub>	342 <sub>9</sub>	342 <sub>10</sub>
Group 3V	342 <sub>11</sub>	342 <sub>12</sub>	342 <sub>13</sub>	342 <sub>14</sub>	342 <sub>15</sub>

FIG. 11

344 ↗ ↖ 343

		1995		1996		
		VCR	TV	VCR	TV	Stereo
East	New York	\$25,000	\$10,000	\$30,000	\$10,000	\$10,000
	Boston	\$25,000	\$30,000	\$20,000	\$30,000	\$5,000
	Philadelphia	N/A	N/A	\$10,000	\$10,000	\$5,000
West		\$50,000	\$30,000	\$50,000	\$40,000	\$10,000

FIG. 12

↗ 351 ↖ 350

	Group 1H	Group 2H
Group 1V	352 <sub>1</sub>	352 <sub>2</sub>
Group 2V	352 <sub>3</sub>	352 <sub>4</sub>

FIG. 13

354 ↗ ↖ 353

		1995	
		VCR	TV
East		\$50,000	\$40,000
West		\$50,000	\$30,000

FIG. 14

# REPLACEMENT SHEET

MASTER TABLE						
Q#: R#		Year	Region	Product	Sales (\$)	
Q1: 1		1995	East	VCR	\$50,000	301 <sub>1</sub>
Q1: 2		1995	East	TV	\$40,000	301 <sub>2</sub>
Q1: 3		1995	West	VCR	\$50,000	301 <sub>3</sub>
Q1: 4		1995	West	TV	\$30,000	301 <sub>4</sub>
Q1: 5		1996	East	VCR	\$60,000	301 <sub>5</sub>
Q1: 6		1996	East	TV	\$50,000	301 <sub>6</sub>
Q1: 7		1996	East	Stereo	\$20,000	301 <sub>7</sub>
Q1: 8		1996	West	VCR	\$50,000	301 <sub>8</sub>
Q1: 9		1996	West	TV	\$40,000	301 <sub>9</sub>
Q1: 10		1996	West	Stereo	\$10,000	301 <sub>10</sub>
Q#: R#	Year	Region	Sales Office	Product	Sales(\$)	
Q2: 1	1995	East	New York	VCR	\$25,000	302 <sub>1</sub>
Q2: 2	1995	East	Boston	VCR	\$25,000	302 <sub>2</sub>
Q2: 3	1995	East	New York	TV	\$10,000	302 <sub>3</sub>
Q2: 4	1995	East	Boston	TV	\$30,000	302 <sub>4</sub>
Q2: 5	1996	East	New York	VCR	\$30,000	302 <sub>5</sub>
Q2: 6	1996	East	Boston	VCR	\$20,000	302 <sub>6</sub>
Q2: 7	1996	East	Philadelphia	VCR	\$10,000	302 <sub>7</sub>
Q2: 8	1996	East	New York	TV	\$10,000	302 <sub>8</sub>
Q2: 9	1996	East	Boston	TV	\$30,000	302 <sub>9</sub>
Q2: 10	1996	East	Philadelphia	TV	\$10,000	302 <sub>10</sub>
Q2: 11	1996	East	New York	Stereo	\$10,000	302 <sub>11</sub>
Q2: 12	1996	East	Boston	Stereo	\$5,000	302 <sub>12</sub>
Q2: 13	1996	East	Philadelphia	Stereo	\$5,000	302 <sub>13</sub>

FIG. 15A (1)

# REPLACEMENT SHEET

MASTER TABLE (CONTINTUED)					
Q#: R#	Region	Year	Fiscal Period	Sales(\$)	Sales(U)
Q3: 1	East	1995	P1	\$20,000	100
Q3: 2	East	1995	P2	\$30,000	150
Q3: 3	East	1995	P3	\$20,000	100
Q3: 4	East	1995	P4	\$20,000	100
Q3: 5	West	1995	P1	\$10,000	50
Q3: 6	West	1995	P2	\$20,000	100
Q3: 7	West	1995	P3	\$30,000	150
Q3: 8	West	1995	P4	\$20,000	100
Q3: 9	East	1996	P1	\$30,000	150
Q3: 10	East	1996	P2	\$40,000	200
Q3: 11	East	1996	P3	\$30,000	150
Q3: 12	East	1996	P4	\$30,000	150
Q3: 13	West	1996	P1	\$20,000	100
Q3: 14	West	1996	P2	\$30,000	150
Q3: 15	West	1996	P3	\$30,000	150
Q3: 16	West	1996	P4	\$20,000	100

FIG. 15A (2)

QUERY MAP		
Query 1	Year, Region, Product, Sales(\$)	311
Query 2	Year, Region, Product, Sales Office, Sales(\$)	312
Query 3	Region, Year, Fiscal Period, Sales(\$), Sales(U)	313

FIG. 15B

# REPLACEMENT SHEET

MASTER TABLE INDEX		
Dimension	Dimension Value	Query: Records
Year	1995	Q1: 1-4 Q2: 1-4 Q3: 1-8
Year	1996	Q1: 5-10 Q2: 5-13 Q3: 9-16
Region	East	Q1: 1-2, 5-7 Q2: 1-13 Q3: 1-4, 9-12
Region	West	Q1: 3-4, 8-10 Q3: 5-8, 13-16
Product	VCR	Q1: 1, 3, 5, 8 Q2: 1-2, 5-7
Product	TV	Q1: 2, 4, 6, 9 Q2: 3-4, 8-10
Product	Stereo	Q1: 7, 10 Q2: 11-13
Sales Office	New York	Q2: 1, 3, 5, 8, 11
Sales Office	Boston	Q2: 2, 4, 6, 9, 12
Sales Office	Philadelphia	Q2: 7, 10, 13
Fiscal Period	P1	Q3: 1, 5, 9, 13
Fiscal Period	P2	Q3: 2, 6, 10, 14
Fiscal Period	P3	Q3: 3, 7, 11, 15
Fiscal Period	P4	Q3: 4, 8, 12, 16

FIG. 15C

361 ↗

	Group 1H	Group 2H	Group 3H	Group 4H	Group 5H	Group 6H	Group 7H	Group 8H
Group 1V	362 <sub>1</sub>	362 <sub>2</sub>	362 <sub>3</sub>	362 <sub>4</sub>	362 <sub>5</sub>	362 <sub>6</sub>	362 <sub>7</sub>	362 <sub>8</sub>
Group 2V	362 <sub>9</sub>	362 <sub>10</sub>	362 <sub>11</sub>	362 <sub>12</sub>	362 <sub>13</sub>	362 <sub>14</sub>	362 <sub>15</sub>	362 <sub>16</sub>

↗ 360

FIG. 16

364 ↗

		1995				1996			
		P1	P2	P3	P4	P1	P2	P3	P4
East	Sales(\$)	\$20,000	\$30,000	\$20,000	\$20,000	\$30,000	\$40,000	\$30,000	\$30,000
	Sales(U)	100 U	150 U	100 U	100 U	150 U	200 U	150 U	150 U
West	Sales(\$)	\$10,000	\$20,000	\$30,000	\$20,000	\$20,000	\$30,000	\$30,000	\$20,000
	Sales(U)	50 U	100 U	150 U	100 U	100 U	150 U	150 U	100 U

↗ 363

FIG. 17

371 ↗

	Group 1H	Group 2H
Group 1V	372 <sub>1</sub>	372 <sub>2</sub>
Group 2V	372 <sub>3</sub>	372 <sub>4</sub>
Group 3V	372 <sub>5</sub>	372 <sub>6</sub>
Group 4V	372 <sub>7</sub>	372 <sub>8</sub>

↗ 370

FIG. 18

374 ↗

	1995	1996
P1	\$30,000	\$50,000
P2	\$50,000	\$70,000
P3	\$50,000	\$60,000
P4	\$40,000	\$50,000

↗ 373

FIG. 19

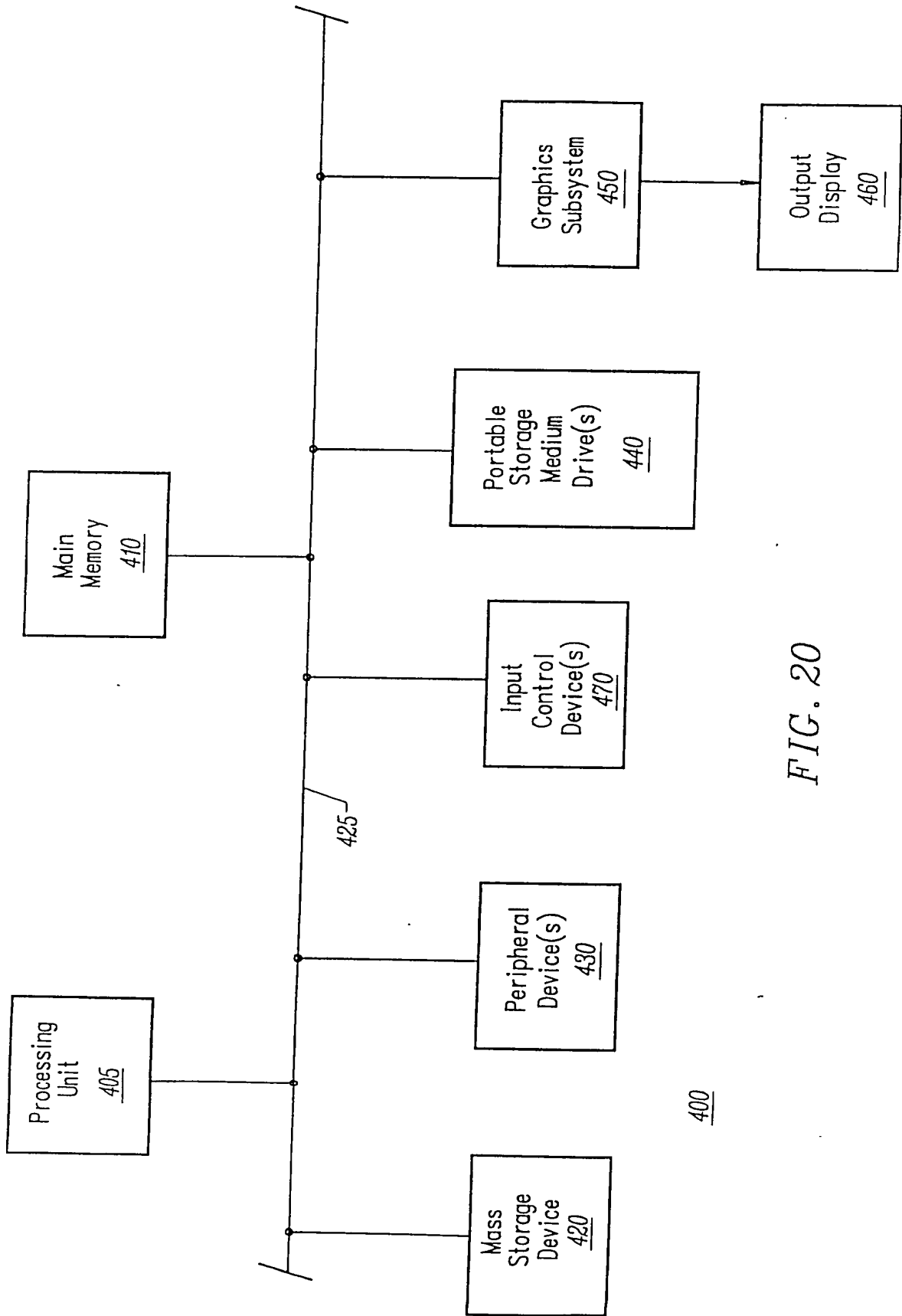


FIG. 20